



Hawaii Performance Contracting Workshop

Hawaiian Electric Company
Energy Services Department
2003



Energy Efficiency Efforts

- Since 1996
HECO's
Commercial and
Industrial
Customers Have
Invested Over \$59
Million in Energy
Efficiency
Improvements





ENERGY\$OLUTIONSSM
FOR BUSINESS

Benefits of having a Rebate Program

- **Lowers our client's capital costs for energy efficiency improvements**
- **Lowers our client's electric bills**
- **Allow HECO to Defer building of the next power plant**



Two Types of Rebate Applications

ENERGY\$OLUTIONSSM
FOR BUSINESS

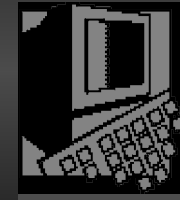
Standard Rebates



Existing Facilities

New Construction

Customized Incentives



Existing Facilities

New Construction



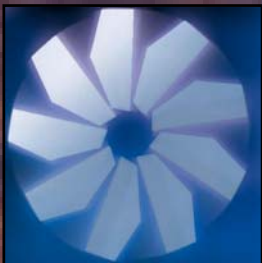
Qualifying Technologies Standard Rebates



- **LIGHTING**
 - T-8 Lamps and Electronic Ballasts
 - Reflectors & De-Lamping
 - Occupancy Sensors
 - Indoor Metal Halide/High Pressure Sodium Fixtures



- **PREMIUM EFFICIENCY MOTORS**
- **HIGH EFFICIENCY AIR CONDITIONING**





Second Type of Rebate Application

ENERGY\$OLUTIONSSM
FOR BUSINESS

Standard Rebates



Existing Facilities

New Construction

Customized Rebates



Existing Facilities

New Construction



Customized Rebate

Example Projects

- Complex Lighting Designs (e.g. Compact Fluorescent, Daylighting, Dimming Controls)
- Adjustable Speed Drives (VFDs)
- Waste Heat Recovery
- Heat Pump Water Heaters (Vs. Electric Resistance)
- Solar Window Film
- HVAC Optimization
- Energy Management Systems



5 Simple Steps to Participate

- **Identify energy saving opportunities**
- **Contact vendors/engineers**
- **Apply for incentive**
- **Install equipment**
- **Receive cash incentive**



Summary

- **Many Technologies Qualify**
- **We Will Work With You and your contractor**
- **Call Your HECO Account Manager**
- **Or call 94-POWER for the new *Energy\$olutions* Power CD**



ENERGY\$OLUTIONS™